

	2013			2014			2015			2016			2017			2018		
All 7(A)	\$	4,535,628,400		\$	4,300,744,600		\$	5,532,940,400		\$	5,853,427,900		\$	6,596,281,800		\$	7,656,527,400	
Ethnicity																		
All Minority	\$	1,204,763,000	27%	\$	1,292,727,100	30%	\$	1,588,220,600	29%	\$	1,725,227,200	29%	\$	2,127,289,400	32%	\$	2,367,640,600	31%
AMERICAN INDIAN	\$	19,511,300	0%	\$	18,681,600	0%	\$	33,024,200	1%	\$	16,088,900	0%	\$	40,197,900	1%	\$	66,735,300	1%
ASIAN OR PACIFI	\$	891,733,700	20%	\$	970,656,300	23%	\$	1,133,295,700	20%	\$	1,275,136,700	22%	\$	1,556,358,100	24%	\$	1,664,286,300	22%
BLACK	\$	78,728,000	2%	\$	97,593,800	2%	\$	101,599,200	2%	\$	113,482,200	2%	\$	152,438,400	2%	\$	202,244,400	3%
HISPANIC	\$	214,790,000	5%	\$	205,795,400	5%	\$	320,301,500	6%	\$	320,519,400	5%	\$	378,295,000	6%	\$	434,374,600	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	505,094,000	11%	\$	671,714,200	16%	\$	781,730,900	14%	\$	781,143,600	13%	\$	926,401,900	14%	\$	1,244,793,400	16%
WHITE	\$	2,825,771,400	62%	\$	2,336,303,300	54%	\$	3,162,988,900	57%	\$	3,347,057,100	57%	\$	3,542,590,500	54%	\$	4,044,093,400	53%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	689,119,100	15%	\$	697,066,200	16%	\$	891,308,100	16%	\$	925,223,100	16%	\$	992,198,500	15%	\$	1,141,829,500	15%
Female Owned more than 50%	\$	585,784,100	13%	\$	533,647,500	12%	\$	700,820,100	13%	\$	830,443,400	14%	\$	965,763,000	15%	\$	1,041,822,100	14%
Male Owned	\$	3,260,725,200	72%	\$	3,070,030,900	71%	\$	3,940,812,200	71%	\$	4,097,761,400	70%	\$	4,638,320,300	70%	\$	5,472,875,800	71%
Veteran	\$	158,446,800	3%	\$	164,715,100	4%	\$	256,070,100	5%	\$	304,598,200	5%	\$	242,708,600	4%	\$	301,185,400	4%
EXISTING BUSINESS	\$	3,375,401,600	74%	\$	3,111,951,000	72%	\$	3,710,836,100	67%	\$	3,727,075,500	64%	\$	4,263,149,100	65%	\$	4,475,118,800	58%
NEW BUSINESS	\$	1,152,615,800	25%	\$	1,173,606,000	27%	\$	1,807,019,500	33%	\$	2,106,408,900	36%	\$	2,322,481,600	35%	\$	3,098,073,500	40%
Rural	\$	626,762,600	14%	\$	684,629,800	16%	\$	927,041,600	17%	\$	919,637,900	16%	\$	923,219,400	14%	\$	1,008,970,500	13%
Urban	\$	3,908,865,800	86%	\$	3,616,114,800	84%	\$	4,605,898,800	83%	\$	4,933,790,000	84%	\$	5,673,062,400	86%	\$	6,647,556,900	87%
Export	\$	247,041,000	5%	\$	296,500,300	7%	\$	352,743,900	6%	\$	379,416,500	6%	\$	798,723,200	12%	\$	310,244,200	4%
CAPLine	\$	148,830,900	3%	\$	93,558,000	2%	\$	129,606,100	2%	\$	83,173,100	1%	\$	56,028,300	1%	\$	84,674,500	1%
PLP	\$	2,504,381,600	55%	\$	2,585,499,800	60%	\$	3,402,100,400	61%	\$	3,754,787,200	64%	\$	4,480,682,800	68%	\$	5,754,067,400	75%
Express	\$	440,979,100	10%	\$	391,649,500	9%	\$	527,216,000	10%	\$	543,850,000	9%	\$	511,702,800	8%	\$	580,047,400	8%
\$150K and Under	\$	370,654,200	8%	\$	398,479,600	9%	\$	553,870,000	10%	\$	564,212,900	10%	\$	536,281,300	8%	\$	595,725,100	8%
>\$150K - \$350K	\$	571,914,500	13%	\$	497,110,500	12%	\$	628,317,400	11%	\$	656,951,800	11%	\$	707,974,000	11%	\$	776,397,100	10%
>\$350K - \$2M	\$	2,420,837,600	53%	\$	2,197,317,300	51%	\$	2,626,746,000	47%	\$	2,870,976,600	49%	\$	2,992,149,600	45%	\$	3,377,435,600	44%
>\$2M	\$	1,172,222,100	26%	\$	1,207,837,200	28%	\$	1,724,007,000	31%	\$	1,761,286,600	30%	\$	2,359,876,900	36%	\$	2,906,969,600	38%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	11,999		11,578		15,142		16,156		15,460		17,327	
Ethnicity												
All Minority	2,751	23%	2,874	25%	3,665	24%	4,302	27%	4,104	27%	4,571	26%
AMERICAN INDIAN	104	1%	87	1%	116	1%	91	1%	107	1%	139	1%
ASIAN OR PACIFI	1,494	12%	1,600	14%	1,951	13%	2,194	14%	2,138	14%	2,267	13%
BLACK	287	2%	340	3%	443	3%	603	4%	588	4%	748	4%
HISPANIC	866	7%	847	7%	1,155	8%	1,414	9%	1,271	8%	1,417	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	1,193	10%	1,408	12%	2,158	14%	1,901	12%	1,980	13%	2,451	14%
WHITE	8,055	67%	7,296	63%	9,319	62%	9,953	62%	9,376	61%	10,305	59%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	1,848	15%	1,811	16%	2,262	15%	2,246	14%	2,141	14%	2,323	13%
Female Owned more than 50%	1,959	16%	1,902	16%	2,662	18%	2,980	18%	2,835	18%	3,057	18%
Male Owned	8,192	68%	7,865	68%	10,218	67%	10,930	68%	10,484	68%	11,947	69%
Veteran	592	5%	594	5%	680	4%	798	5%	786	5%	851	5%
EXISTING BUSINESS	8,281	69%	8,050	70%	10,170	67%	9,758	60%	9,611	62%	10,210	59%
NEW BUSINESS	3,711	31%	3,506	30%	4,941	33%	6,372	39%	5,830	38%	6,995	40%
Rural	1,410	12%	1,859	16%	2,392	16%	2,732	17%	2,349	15%	2,380	14%
Urban	10,589	88%	9,719	84%	12,750	84%	13,424	83%	13,111	85%	14,947	86%
Export	285	2%	371	3%	421	3%	471	3%	950	6%	237	1%
CAPLine	196	2%	124	1%	169	1%	119	1%	99	1%	85	0%
PLP	3,394	28%	3,172	27%	3,724	25%	4,289	27%	5,124	33%	7,625	44%
Express	5,728	48%	5,552	48%	7,726	51%	8,384	52%	7,141	46%	8,096	47%
\$150K and Under	6,500	54%	6,671	58%	9,075	60%	9,780	61%	8,521	55%	9,569	55%
>\$150K - \$350K	2,268	19%	1,941	17%	2,423	16%	2,487	15%	2,676	17%	2,952	17%
>\$350K - \$2M	2,847	24%	2,569	22%	3,086	20%	3,311	20%	3,514	23%	3,903	23%
>\$2M	384	3%	397	3%	558	4%	578	4%	749	5%	903	5%

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	2013		2014		2015		2016		2017		2018							
All 504	\$	1,522,949,000		\$	1,118,180,000		\$	1,098,592,000		\$	1,325,800,000		\$	1,390,153,000		\$	1,227,248,000	
Ethnicity																		
All Minority	\$	331,861,000	22%	\$	278,267,000	25%	\$	290,706,000	26%	\$	395,158,000	30%	\$	407,246,000	29%	\$	349,246,000	28%
AMERICAN INDIAN	\$	842,000	0%	\$	1,150,000	0%	\$	1,221,000	0%	\$	3,569,000	0%	\$	760,000	0%	\$	1,339,000	0%
ASIAN OR PACIFI	\$	242,116,000	16%	\$	202,754,000	18%	\$	189,455,000	17%	\$	282,124,000	21%	\$	288,077,000	21%	\$	264,113,000	22%
BLACK	\$	28,625,000	2%	\$	20,428,000	2%	\$	18,390,000	2%	\$	22,732,000	2%	\$	39,630,000	3%	\$	14,951,000	1%
HISPANIC	\$	60,278,000	4%	\$	53,935,000	5%	\$	81,640,000	7%	\$	86,733,000	7%	\$	78,779,000	6%	\$	68,843,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	123,145,000	8%	\$	96,194,000	9%	\$	91,185,000	8%	\$	106,052,000	8%	\$	127,880,000	9%	\$	187,943,000	15%
WHITE	\$	1,067,943,000	70%	\$	743,719,000	67%	\$	716,701,000	65%	\$	824,590,000	62%	\$	855,027,000	62%	\$	690,059,000	56%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	8,360,000	1%	\$	5,137,000	0%	\$	3,458,000	0%	\$	5,367,000	0%	\$	59,769,000	4%	\$	254,375,000	21%
Female Owned more than 50%	\$	179,509,000	12%	\$	117,080,000	10%	\$	133,421,000	12%	\$	159,005,000	12%	\$	170,845,000	12%	\$	122,975,000	10%
Male Owned	\$	1,335,080,000	88%	\$	995,963,000	89%	\$	961,713,000	88%	\$	1,161,428,000	88%	\$	1,159,539,000	83%	\$	849,898,000	69%
Veteran	\$	56,188,000	4%	\$	52,390,000	5%	\$	46,205,000	4%	\$	39,572,000	3%	\$	43,087,000	3%	\$	23,876,000	2%
EXISTING BUSINESS	\$	1,295,810,000	85%	\$	931,817,000	83%	\$	916,360,000	83%	\$	1,075,952,000	81%	\$	1,189,664,000	86%	\$	877,981,000	72%
NEW BUSINESS	\$	227,139,000	15%	\$	186,363,000	17%	\$	182,232,000	17%	\$	249,848,000	19%	\$	200,489,000	14%	\$	342,585,000	28%
Rural	\$	325,221,000	21%	\$	249,631,000	22%	\$	244,437,000	22%	\$	291,668,000	22%	\$	289,284,000	21%	\$	257,628,000	21%
Urban	\$	1,197,728,000	79%	\$	868,549,000	78%	\$	854,155,000	78%	\$	1,034,132,000	78%	\$	1,100,869,000	79%	\$	969,620,000	79%
Export	\$	55,678,000	4%	\$	65,045,000	6%	\$	55,812,000	5%	\$	48,424,000	4%	\$	30,370,000	2%	\$	16,190,000	1%
\$150K and Under	\$	28,207,000	2%	\$	19,322,000	2%	\$	15,633,000	1%	\$	16,530,000	1%	\$	18,828,000	1%	\$	14,150,000	1%
>\$150K - \$350K	\$	169,972,000	11%	\$	112,987,000	10%	\$	110,226,000	10%	\$	112,380,000	8%	\$	117,629,000	8%	\$	108,655,000	9%
>\$350K - \$2M	\$	916,170,000	60%	\$	664,331,000	59%	\$	678,885,000	62%	\$	697,476,000	53%	\$	776,400,000	56%	\$	687,432,000	56%
>\$2M	\$	408,600,000	27%	\$	321,540,000	29%	\$	293,848,000	27%	\$	499,414,000	38%	\$	477,296,000	34%	\$	417,011,000	34%

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	2013		2014		2015		2016		2017		2018	
All 504	2,269		1,569		1,523		1,596		1,718		1,521	
Ethnicity												
All Minority	463	20%	326	21%	339	22%	349	22%	395	23%	357	23%
AMERICAN INDIAN	2	0%	1	0%	3	0%	3	0%	2	0%	4	0%
ASIAN OR PACIFI	276	12%	177	11%	184	12%	189	12%	231	13%	207	14%
BLACK	48	2%	34	2%	29	2%	28	2%	43	3%	31	2%
HISPANIC	137	6%	114	7%	123	8%	129	8%	119	7%	115	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	145	6%	118	8%	106	7%	127	8%	125	7%	202	13%
WHITE	1,661	73%	1,125	72%	1,078	71%	1,120	70%	1,198	70%	962	63%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	12	1%	6	0%	7	0%	9	1%	104	6%	363	24%
Female Owned more than 50%	335	15%	223	14%	228	15%	253	16%	275	16%	190	12%
Male Owned	1,922	85%	1,340	85%	1,288	85%	1,334	84%	1,339	78%	968	64%
Veteran	105	5%	83	5%	70	5%	73	5%	65	4%	45	3%
EXISTING BUSINESS	2,008	88%	1,363	87%	1,300	85%	1,384	87%	1,505	88%	1,153	76%
NEW BUSINESS	261	12%	206	13%	223	15%	212	13%	213	12%	363	24%
Rural	560	25%	388	25%	376	25%	400	25%	441	26%	411	27%
Urban	1,709	75%	1,181	75%	1,147	75%	1,196	75%	1,277	74%	1,110	73%
Export	62	3%	64	4%	62	4%	52	3%	26	2%	14	1%
\$150K and Under	262	12%	174	11%	139	9%	153	10%	169	10%	124	8%
>\$150K - \$350K	698	31%	470	30%	454	30%	450	28%	468	27%	435	29%
>\$350K - \$2M	1,179	52%	827	53%	835	55%	838	53%	931	54%	834	55%
>\$2M	130	6%	98	6%	95	6%	155	10%	150	9%	128	8%

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